

Message Text

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ACTION EB-07

INFO OCT-01 ARA-06 ISO-00 CIAE-00 COME-00 DODE-00 DOTE-00

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P 292255Z APR 75

FM AMEMBASSY GUATEMALA

TO SECSTATE WASHDC PRIORITY 6605

LIMITED OFFICIAL USE GUATEMALA 2216

E.O. 11652: N/A

TAGS: EWWT, GT, US

SUBJECT: SHIPPING: FLOMERCA/DELTA PROBLEM AND ARMAGUA WAIVER
DIFFICULTIES

REF: A. STATE 099247 B. GUATEMALA 1990 C. STATE 90708

1. AFTER LEARNING OF ARMAGUA DENIAL OF WAIVER, ECON COUNSELOR CALLED ON RUBIO OF FOREIGN MINISTRY AND COMATT CALLED ON VICE MINISTER OF ECONOMY VILLACORTA AND DIRECTOR OF INDUSTRIAL POLICY GULARTE (OFFICE RESPONSIBLE FOR WAIVER). SINCE VILLACORTA AND RUBIO SEEMED RELUCTANT TO COME TO GRIPS WITH PROBLEM, AMBASSADOR DISCUSSED ISSUE WITH FOREIGN MINISTER MOLINA APRIL 25. ALTHOUGH MOLINA DID APPEAR TO COMPREHEND THE SERIOUSNESS AND URGENCY OF THE MATTER AND PROMISED TO TRY TO RESOLVE ISSUE, AS OF MORNING APRIL 29 WAIVER DENIAL HAD NOT YET BEEN LIFTED. EMBASSY IS IN TWICE DAILY CONTACT WITH OFFICIALS OF MINISTRY OF ECONOMY RESPONSIBLE FOR THIS MATTER AND WILL REPORT AS SOON AS FURTHER INFORMATION AVAILABLE.

2. WITH REGARD TO POSSIBLE REASONS BEHIND ARMAGUA'S INTRANSIGENCE WE CAN ONLY CONJECTURE THAT ARMAGUA HAS LEARNED OF THE DELTA/ FLOMERCA TALKS AND WANTS TO BE CUT INTO THE GAME. ARMAGUA MAY FEEL THAT IF FLOMERCA AND DELTA AGREE TO A MARKET SHARING ARRANGEMENT, IT WILL THEN HAVE TO DEAL DIRECTLY WITH FLOMERCA IN ORDER TO MAINTAIN ITS SERVICES ON THE US/GUATEMALA ROUTE. BY MAKING ITS PRESENCE FELT NOW ARMAGUA INVOLVES THE GOG, WHICH MAY BE MORE
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SUSCEPTIBLE TO PRESSURE THAN WOULD BE FLOMERCA ALONE.

3. AFTER GULARTE DISCUSSED WAIVER PROBLEM WITH ARMAGUA HE TOLD COMATT THAT ARMAGUA WISHED TO TALK TO EMBOFFS ABOUT THIS PROBLEM. HOWEVER, EMBASSY BELIEVES OUR TALKING TO ARMAGUA IS COMPLETELY INAPPROPRIATE. ARMAGUA PRESIDENT CORONADO HAS ALSO TOLD LOCAL DELTA REPRESENTATIVE THAT NOT EVEN PRESIDENT LAUGERUD CAN FORCE ARMAGUA TO RESCIND ITS WAIVER DENIAL BECAUSE THE COMPANY IS PROTECTED BY THE CONSTITUTION. EMBASSY UNABLE CONFIRM.
MELOY

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Margaret P. Grafeld
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